



The Home Buying Seminar Presentation Outline

The purpose of The Home Buyer seminar is to uncomplicate the home buying process from search to close.

This seminar will review key points of the Home Buying Process:

1. The process of deciding to buy a home
2. The process of finding a realtor
3. The process of finding a house, submitting an offer, and getting it ratified
4. Additional costs and processes
5. Common deal killers

**The moderator will open questions to the audience after each section of the presentation.*



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Meet Our Speakers

Jeff Klein, Congressional Federal Credit Union

Jeff is the Assistant Vice President of Mortgage Lending for Congressional Federal's Real Estate Lending business. He has spent his entire career in the home lending business, working for both banks and credit unions. Jeff joined Congressional Federal in 2012 and led the effort to launch the credit union's in-house mortgage operation.

Shaun Sullivan, Constitution Title & Escrow

Shaun is the founder of Constitution Title and Escrow, LLC., and has over 15 years of experience in the industry. His extensive experience has led to assisting buyers, sellers, and investors in over 50,000 transactions. Shaun has experience working with every major lender and some of the top residential and commercial brokers in the United States.

Jeremy Walsh, The Simply Referable Team

Jeremy is the CEO and a realtor at The Simply Referable Team. An award-winning agent, Jeremy has sold close to \$200 million in less than a decade. His client-first approach, focus on relationships over transactions, and extreme level of personal service have not only catapulted his success, but also resulted in 99 percent of his business coming from referrals.

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FROM CAPITOL HILL, 6-3100 | 800.491.2328 | 703.934.8300

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WHY USE A REALTOR®?

All real estate licensees are not the same. Only real estate licensees who are members of the NATIONAL ASSOCIATION OF REALTORS® are properly called REALTORS®. They proudly display the REALTOR “®” logo on the business card or other marketing and sales literature. REALTORS® are committed to treat all parties to a transaction honestly.

REALTORS® subscribe to a strict code of ethics and are expected to maintain a higher level of knowledge of the process of buying and selling real estate.

An independent survey reports that 84% of home buyers would use the same REALTOR® again.

Real estate transactions involve one of the biggest financial investments most people experience in their lifetime.

Transactions today usually exceed \$100,000. If you had a \$100,000 income tax problem, would you attempt to deal with it without the help of a CPA? If you had a \$100,000 legal question, would you deal with it without the help of an attorney? Considering the small upside cost and the large downside risk, it would be foolish to consider a deal in real estate without the professional assistance of a REALTOR®.

But if you're still not convinced of the value of a REALTOR®, here are a dozen more reasons to use one:



Your REALTOR® can help you determine your buying power - that is, your financial reserves plus your borrowing capacity. If you give a REALTOR® some basic information about your available savings, income and current debt, he or she can refer you to lenders best qualified to help you.



Your REALTOR® can help you negotiate. There are myriad negotiating factors, including but not limited to price, financing, terms, date of possession and often the inclusion or exclusion of repairs and furnishings or equipment. The purchase agreement should provide a period of time for you to complete appropriate inspections and investigations of the property before you are bound to complete the purchase. Your agent can advise you as to which investigations and inspections are recommended or required.



Your REALTOR® can help close the sale of your home. Between the initial sales agreement and closing (or settlement), questions may arise. For example, unexpected repairs are required to obtain financing or a cloud in the title is discovered. The required paperwork alone is overwhelming for most sellers. Your REALTOR® is the best person to objectively help you resolve these issues and move the transaction to closing (or settlement).



Your REALTOR® has many resources to assist you in your home search. Sometimes the property you are seeking is available but not actively advertised in the market, and it will take some investigation by your agent to find all available properties.



VISIT A BRANCH OR WWW.CONGRESSIONALFCU.ORG TO GET STARTED TODAY!

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YOUR HOME IS YOURS

Title insurance helps keep it that way.

You may think a problem with your title is a remote possibility, but one out of every four title searches exposes an issue.

There are many problems that could affect your title, including:

- Tax liens
- Forged signatures in the chain of title
- Recording errors
- Title search errors
- Claims by missing heirs and/or an ex-spouse

In a nutshell, title insurance protects from future loss if a covered claim against your property is made.



THERE ARE TWO TYPES OF TITLE INSURANCE:

OWNER'S POLICY

Protects you and your property - your equity.

Provides assurance that your title company will stand behind you if a covered title problem arises after you buy a home.

LOAN POLICY

Protects the lender for the amount of the loan.

If you only have a Loan Policy, you are not protected if a problem materializes with your title.

An Owner's Policy will protect you against the potential loss of your most valuable material asset. **Your home.**

Unlike most insurance policies, title insurance is a one-time-only fee. An Owner's Policy will protect you as long as you and your heirs have an interest in the property. Fees vary by state so contact Congressional Federal's mortgage team for more information.



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TOP 10 THINGS

Consumers Should Know About the Closing Process

The Consumer Financial Protection Bureau (CFPB) created the TILA-RESPA Integrated Disclosure (TRID) Rule to improve mortgage disclosure forms to make it easier for consumers to understand the terms of their loans and closing costs. In order to ensure a timely closing, it is more important than ever that you communicate with your lender, real estate agent and settlement professional.



1 TIME IS OF THE ESSENCE

- To avoid delays or a postponement of your closing, be sure to respond to lender and settlement company requests immediately.
- Work closely with your lender, real estate agent and settlement professional to avoid delays.



4 LOAN ESTIMATE (LE)

- The Loan Estimate (LE) will be sent to you within three days of your loan application. You may receive multiple copies of the LE if there are any changes in circumstance(s).
- The terms provided on the LE will also appear on the Closing Disclosure (CD). Lenders are required to explain any changes in fees on the CD.



2 YOU HAVE A CHOICE

- When it comes to service providers associated with your closing, you have a choice. This includes the company or attorney that will close your transaction and most inspectors, just to name a few. In certain areas, the seller will pay for some closing costs and thus will be entitled to select the vendor(s).
- Talk to your lender, real estate agent and settlement professional to obtain additional information about the various service providers and fees.



5 PREPARING FOR CLOSING

- Approximately 10 – 14 days before you are scheduled to sign your documents you should be prepared to communicate with your lender, real estate agent and settlement professional. It will be important for you to provide your hazard insurance information.
NOTE: Wiring instructions will be subject to strict verifications to prevent fraud.
- Discuss this with your closing professionals well in advance.



3 PROTECTING YOUR INFORMATION SECURED EMAILS

- As an additional security measure to protect your non-public personal information, you may receive secured emails from your lender and settlement service provider.
- You will need to follow the instructions for retrieving that information (which will likely require you to create an account) and make sure that you return any information through the secured email system.



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Seminar Evaluation

Name
Email
Are you currently a Congressional Federal member? <input type="radio"/> Yes <input type="radio"/> No
Would you like to see more seminars offered? <input type="radio"/> Yes <input type="radio"/> No
The content of the seminar was: <input type="radio"/> Too Introductory <input type="radio"/> Just Right <input type="radio"/> Too Advanced
How did you hear about the seminar? <input type="radio"/> Email <input type="radio"/> Social Media <input type="radio"/> CFCU Website <input type="radio"/> Newspaper
What do you feel were the most valuable topics covered?

Consultation Request

Are you interested in a complimentary consultation to discuss home financing options? <input type="radio"/> Yes <input type="radio"/> No
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If yes, please provide:

Address		
City	State	Zip
What is the best way to reach you?		
<input type="radio"/> Day Phone:	<input type="radio"/> Evening Phone:	<input type="radio"/> Email:

Thank you for your cooperation and participation. We look forward to serving you better in the future. We welcome your additional comments on the back of this form.



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Please complete our evaluation survey form
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Check out our upcoming seminars:

The Retirement Roundtable

March 2017

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27	28	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	1

The Confident Car Buyer

April 2017

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
26	27	28	29	30	31	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	1	2	3	4	5	6



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